

EXHIBIT 11

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January 16, 2020

BY EMAIL

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Re: *CSX Transportation, Inc., et al v. Norfolk Southern Railway Company, et al*
Civil Action No.: 2:18-cv-00530

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Dear Counsel:

As discussed on our call this morning, and in response to Michael Lacy's January 15th e-mail, in order to agree to the 15-day extension of the expert-related deadlines proposed by NSR, CSXT will require a commitment from NSR and NPBL to provide, at a minimum, the documents/data listed below by the following dates:

- By January 24, 2020:
 - o NSR's customer contracts and related documentation, including RFPs, term sheets, price lists, etc. (RFP 24)
 - o NSR's waybill or other data showing container movements under these contracts (RFP 26)
 - o NPBL's "revenue car" data, as discussed on this morning's call in connection with CSXT's RFP No. 27
- By January 31, 2020:
 - o NSR's communications and negotiations with customers (RFP 24)
 - o NSR's documents related to pricing strategies (RFP 27)
 - o NSR's documents related to market studies, comparative analyses, etc. (RFP 29)

Please let us know by close of business today whether you will be able to produce this information within the time period required. With best wishes, I am

Sincerely yours,



Robert W. McFarland

RWM:kyw

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